



# STIC Search Report

## EIC 3600

STIC Database Tracking Number: 155858

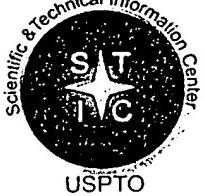
**TO:** Alexander Kalinowski  
**Location:**  
Art Unit : 3626

**Case Serial Number:** 09769526

**From:** Bode Akintola  
**Location:** EIC 3600  
KNX 4 B 59  
**Phone:** 571-272-3514

**Olabode.akintola@uspto.gov**

### Search Notes



# STIC Search Results Feedback Form

**EIC 3600**

Questions about the scope or the results of the search? Contact the *EIC searcher or contact:*

Karen Lehman, EIC 3600 Team Leader  
306-5783, PK5- Suite 804

## Voluntary Results Feedback Form

- *I am an examiner in Workgroup:*  Example: 3620 (optional)
- *Relevant prior art found, search results used as follows:*
- 102 rejection
  - 103 rejection
  - Cited as being of interest.
  - Helped examiner better understand the invention.
  - Helped examiner better understand the state of the art in their technology.
- Types of relevant prior art found:*
- Foreign Patent(s)
  - Non-Patent Literature  
(journal articles, conference proceedings, new product announcements etc.)
- *Relevant prior art not found:*
- Results verified the lack of relevant prior art (helped determine patentability).
  - Results were not useful in determining patentability or understanding the invention.

### Comments:

Drop off or send completed forms to EIC 3600 PK5 Suite 804





# STIC EIC 3600

## Search Request Form

155858

Today's Date: \_\_\_\_\_ Class/Subclass \_\_\_\_\_ What date would you like to use to limit the search? \_\_\_\_\_  
Priority Date: \_\_\_\_\_ Other: \_\_\_\_\_

Name UX KARINOWSKI  
AU S626 Examiner # 74562  
Room # 5A Phone \_\_\_\_\_  
Serial # 09/769526

Format for Search Results (Circle One):

PAPER  DISK  EMAIL

Where have you searched so far?

USP DWPI EPO JPO ACM IBM TDB  
IEEE INSPEC SPI Other \_\_\_\_\_

Is this a "Fast & Focused" Search Request? (Circle One)  YES  NO

A "Fast & Focused" Search is completed in 2-3 hours (maximum). The search must be on a very specific topic and meet certain criteria. The criteria are posted in EIC3600 and on the EIC3600 NPL Web Page at <http://ptoweb/patents/stic/stic-tc3600.htm>.

What is the topic, novelty, motivation, utility, or other specific details defining the desired focus of this search? Please include the concepts, synonyms, keywords, acronyms, definitions, strategies, and anything else that helps to describe the topic. Please attach a copy of the abstract, background, brief summary, pertinent claims and any citations of relevant art you have found.

See Attached.

STIC Searcher \_\_\_\_\_ Phone \_\_\_\_\_  
Date picked up \_\_\_\_\_ Date Completed \_\_\_\_\_



Set        Items        Description  
S1        58410      AGENT? ?(10N)COMMISSION? ?  
S2        762        S1(10N)(TRACK? OR MONITOR? OR IDENTIF? OR VERIF?)  
S3        287        S2(S)(SOFTWARE OR APPLICATION? ? OR PROGRAM? OR ONLINE OR -  
                  INTERNET OR ON()LINE OR WEB? OR INTRANET)  
S4        160        S3 NOT PY>2001  
S5        110        RD (unique items)  
? show file  
File  9:Business & Industry(R) Jul/1994-2005/Jun 06  
      (c) 2005 The Gale Group  
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      (c) 2005 ProQuest Info&Learning  
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DIALOG(R) File 15:ABI/Inform(R)  
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02059099 59175445

**Agencies must change to survive on Net**

Rabkin, Barry; Tingley, Marcia

National Underwriter v104n35 PP: 8, 15 Aug 28, 2000 ISSN: 0893-8202

JRNL CODE: NUD

DOC TYPE: Periodical; News LANGUAGE: English RECORD TYPE: Fulltext

LENGTH: 2 Pages

WORD COUNT: 1053

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Insurance agents & brokers; Electronic commerce; Strategic planning

CLASSIFICATION CODES: 8200 (CN=Insurance industry); 5250

(CN=Telecommunications systems & Internet communications); 2310

(CN=Planning); 9190 (CN=United States)

PRINT MEDIA ID: 27475

**ABSTRACT:** Even in an Internet-driven world, the role of the insurance intermediary is not going to disappear. To survive, however, agencies will take one of 4 forms over the next 5 years: traditionalists, adapters, federalists or purveyors. Traditionalists will be agencies attempting to perform "business as usual" with minimal use of the Internet. Adapters will be the agencies who use the Web extensively throughout their operations. Federalists will band together on the Web in regional or national associations. Purveyors will be the agencies who become online marketplaces offering not only their usual portfolio of services but insurance as well.

**TEXT:** Everything has been going along nicely for quite some time. Prospective customers needing insurance met with agents, got assistance about their specific needs, received guidance about supposedly complex products and coverage recommendations, purchased the requisite policies and, finally, received service-sometimes from their agents and sometimes from their insurance companies.

The world was as it should be: agents serving on the front-line providing information and product; actuaries pricing the coverage in mysterious ways; insurance companies providing capacity; and all others from reinsurance companies to regulators and rating agencies playing their traditional roles.

Everyone in the insurance marketplace has been comfortably ensconced in this worn but familiar status quo briar patch. But the briar patch is rapidly being splintered into dust by several Internet forces. These include an increasing amount of information available about insurance product rates and company ratings, Web sites functioning as marketplaces for insurers who provide product, and Web sites that have subsumed the agency functions and also have the requisite capital and authority to bind the insurance business themselves.

Even in an Internet-driven world, the role of the insurance intermediary is not going to disappear. To survive, however, agencies will take one of four forms over the next five years: traditionalists, adapters, federalists or purveyors.

Traditionalists will be agencies attempting to perform "business as usual" with minimal use of the Internet. If they use the Internet at all, it will be for agency activities such as submitting applications, getting maps and

directions to new prospects' locations, paying bills or possibly managing documents. Traditional agencies will significantly decrease in number over the next five years.

Adapters will be the agencies who use the Web extensively throughout their operations. They will develop capabilities to target markets by using various demographic and financial data sources along with geographic information systems. They will retrieve and store state and product reference information, as well as policy forms from insurance company extranets, and transfer money electronically between their agencies and the insurance companies with which they work.

These adapters will also use extranets to **track policy applications**, claims and their own **commission** payments and expense allowances. Increasing numbers of **agents** from these leading edge adapters will use PDAs (personal digital assistants) and rely on other mobile technologies to maintain their capabilities wherever they are, whether in front of a client or on the road. Within the next five years, adapters will represent about a third of all agencies.

Federalists will band together on the Web in regional or national associations. These agencies will choose their colleagues based on sets of complementary skills and experiences to share leads and customers for crossselling and service over a wide range of products.

The federalists will use an association-wide intranet to store customer information, pending and enacted state and regulatory actions concerning various lines of business, insurance company forms, and key contacts in underwriting, claims and field management departments. To deliver better service, these federalists will build and maintain a network of service providers who could assist their association, their individual agencies or their clients—for example, claim adjudicators, auto body shops and possibly specialized financial planners or brokers. Federalists will account for almost half of all agencies within the next five years.

Purveyors will be the agencies who become online marketplaces offering not only their usual portfolio of services but insurance as well. They will accomplish this through partnerships with insurance companies, reinsurance companies or other companies with the financial capacity to underwrite insurance products.

While some purveyors will evolve from large adapters, most will be federalists who decide to become market makers. The insurance companies partnering with purveyors will be those companies with decreasing market share or with expense structures seemingly immune to management corrective action, companies adversely impacted by changing regulatory philosophies, or companies searching for other distribution channels for their products.

Purveyors will find reinsurance companies willing investors and partners, as reinsurers continually strive to get closer to the customer. Approximately 20 percent of agencies will become purveyors within the next five years.

The federalists, purveyors and larger adapters will find their markets include an assortment of customers—prospective insurance clients, a variety of other financial services firms and other companies such as manufacturers or retailers who want to enter the insurance marketplace through the Internet. These Internet-shaped agencies will be able to bring to the table a cohesive Web-linked source of experience, customers and information.

Several dot-com firms currently in the insurance space can offer agencies the assistance they need to embark on the adapter, federalist or purveyor paths for most lines of insurance. Some dotcom firms can also assist agencies that want to become federalists. Others can help agencies become adapters.

Obviously these firms could play across the entire spectrum of emerging agency forms. Some firms provide an infrastructure that enables agencies to build an Internet presence, while others provide a ready Internet marketplace or portal focused specifically on agents or brokers. The questions are "Where do these and other emerging dot-com firms want to target?" and "What are their core competencies and skills?" Just because these firms might say they can help any of the new agency forms doesn't mean they can.

Agencies must ask these firms what services they provide. A starting list includes: marketing assistance; workflow and document management; underwriting engines; real-time binding; and transactional capabilities, including integration into the back offices of the various insurance companies or other financial providers actually accepting the risks.

Other important capabilities include 7x24 customer service and policy or proof-of-insurance printing at the customer location, as well as all the other facets of doing business on the Internet in any of the emerging agency forms.

Agencies can survive and even thrive in the Internet era. Regardless of form, the secrets to success remain the same as before the Internet arrived: quality service, innovation and attention to what the customer wants. These three factors are the essence of customer value. Agencies have a choice: Continually improve that value to thrive, or maintain or lower that value and become extinct.

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Set Items Description  
S1 58410 AGENT? ?(10N)COMMISSION? ?  
S2 762 S1(10N) (TRACK? OR MONITOR? OR IDENTIF? OR VERIF?)  
S3 287 S2(S) (SOFTWARE OR APPLICATION? ? OR PROGRAM? OR ONLINE OR -  
INTERNET OR ON()LINE OR WEB? OR INTRANET)  
S4 160 S3 NOT PY>2001  
S5 110 RD (unique items)  
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File 9:Business & Industry(R) Jul/1994-2005/Jun 06  
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5/3,K/1 (Item 1 from file: 9)  
DIALOG(R) File 9:Business & Industry(R)  
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02546841 Supplier Number: 24966151 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Facelift for a Familiar Name**  
**(DER, a tour operator, changed its name to Destination Resources Europe)**  
Travel Agent, v 305, n 5, p 54  
August 27, 2001  
DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 2294

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...them to work in their off hours."

Perhaps even more interesting than DER's new **Web**-based distribution system is the company's new agent transfer process, which is being instituted...

...caller on the line until the introduction to the agent is made. DER intends to **track** these calls, and the company will send the **agent** a 5 percent "referral **commission**" check on the first of the following month. "The design of this system was a..."

5/3,K/2 (Item 2 from file: 9)  
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02435841 Supplier Number: 24821471 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**IBM, Trilogy Scratch Each Other's Back**  
**(IBM and Trilogy Software, Inc form alliance allowing Trilogy to sell more financial services software and IBM to sell new mainframe computers and systems integration services)**  
National Underwriter Property & Casualty, v 105, n 15, p 15  
April 09, 2001  
DOCUMENT TYPE: Journal ISSN: 1042-6841 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 537

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...for the moment, but didn't rule that option out for the longer term.

Trilogy **software** offered via the alliance also serves as sales management tools for **agents** and brokers, enabling them to manage sales quotas, **track commission** rates and payments and receive sales incentives from financial institutions, said IBM.  
"For insurance providers..."

5/3,K/3 (Item 3 from file: 9)  
DIALOG(R) File 9:Business & Industry(R)  
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02432113 Supplier Number: 24821311 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**IBM, Trilogy Scratch Each Other's Back In Global Strategic Alliance  
(Trilogy Software will sell more financial services software and IBM will  
sell more new mainframe computers and systems integration services via  
"global strategic alliance")**

National Underwriter Life & Health-Financial Services Edition, v 105, n 15  
, p 50

April 09, 2001

DOCUMENT TYPE: Journal ISSN: 0028-033X (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 529

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...the moment, but he doesn't rule that option out for the longer term.

Trilogy software offered via the alliance also serves as sales management tools for agents and brokers, enabling them to manage sales quotas, track commission rates and payments and receive sales incentives from financial institutions, says IBM.

"For insurance providers...

**5/3,K/4 (Item 4 from file: 9)**

DIALOG(R) File 9:Business & Industry(R)

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01949240 Supplier Number: 25423135 (USE FORMAT 7 OR 9 FOR FULLTEXT)

A Piece of the (Trans) action

(National Processing Co processes almost \$600 mil in commission payments from tour operators, cruise lines, car rental firms, airlines and hotels each year)

Travel Agent, v 296, n 9, p 22+

September 06, 1999

DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1177

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...services offered on its PortNPC Web site will also be expanded to help in the tracking of agents' commission payments. The PortNPC Web site allows an agency to go online and view all commission payment information from NPC's partner suppliers, such as Celebrity Cruise...

TEXT:

Now NPC is expanding its line of products and services to include a Web-based payment tool called Virtual Pay, which can be used both by agencies and suppliers. In addition, NPC is expanding the services provided on its PortNPC Web site ([www.PortNPC.com](http://www.PortNPC.com)) to help agents better track their commission payments. According to the company, not only can these two tools help you be more...

**5/3,K/5 (Item 5 from file: 9)**

DIALOG(R) File 9:Business & Industry(R)

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01307182 Supplier Number: 23942882 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Field of Dreams**

(Hoteliers are hoping that investments made on the Web will translate into a steady revenue source)

Travel Agent, v 286, n 9, p 38+  
June 30, 1997

DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1474

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...10 million in Internet bookings for 1998.

Agent Site, As part of the evolution of Internet sites, many companies are adding features to their sites with travel agents in mind. In April, Choice Hotels International debuted Travel Agent City, a Web site only accessible by agents with ARC or IATA numbers. They'll find information on Choice's agent programs as well as selling tips. The company also plans to add chat rooms and a commission - tracking system to help agents keep abreast of their earnings.

Retailers who call up the Marriott site will find a...

**5/3,K/6 (Item 6 from file: 9)**

DIALOG(R) File 9:Business & Industry(R)  
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01132545 Supplier Number: 23679527 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**How Suite It Is**

(AmeriSuites has 26 properties open and operating, and plans call for 40 to be opened by end-1996)

Travel Agent, v 283, n 10, p 64  
October 21, 1996

DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 737

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**ABSTRACT:**

...5%. AmeriSuites has several marketing programs in place: Suite Travel Agency Rewards (STAR), which gives agents commissions paid on the day of departure and no-show verification faxed to agents when clients don't arrive; the AmeriClub frequent stay program ; the SuiteEnds weekend package; the AmeriFun frequency program for weekend guests; and the AmeriStay program for extended-stay guests. Full text further discusses various aspects of AmeriSuites. ...

TEXT:

...want to create marketing programs that create competitive advantage," Aho says.

S.T.A.R. Program . The company's year-old retailer program , S.T.A.R. (Suite Travel Agency Rewards), promises agents commissions paid on the day of departure and no-show verification faxed to agents when clients don't arrive. "That saves a lot of time and effort chasing down bills that are not owed," says Leavitt. The program also extends a \$49 per night weekend rate to agents.

AmeriSuites recently made improvements to...

5/3,K/7 (Item 7 from file: 9)  
DIALOG(R) File 9:Business & Industry(R)  
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01021962 Supplier Number: 23602565 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Fast Money**  
(Thrifty Car Rental is the first supplier to offer travel agents electronic  
direct-deposit commission payments in conjunction with National  
Processing Company)  
Travel Agent, v 281, n 11, p 26+  
August 05, 1996  
DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1010  
(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...neither the time nor the inclination to decipher the intricacies of the  
various systems).

Accurate **Tracking**. Electronic commission payments may not be the answer  
to an **agent's tracking** problems either, suggests Gordon Barclay,  
president of New York-based Automated Travel Solutions. Barclay says...  
...lost," he says. "It would bring a tremendous amount of value to get the  
data **online**."

If NPC provided electronic data, it would allow information to be merged  
electronically with existing...

5/3,K/8 (Item 8 from file: 9)  
DIALOG(R) File 9:Business & Industry(R)  
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00952957 Supplier Number: 23512687  
**THE WEEK IN REVIEW: HOME-BASED BOOKINGS**  
(TeleService Resources to handle domestic air bookings for InteleTravel)  
Travel Agent, v 280, n 10, p 4  
May 06, 1996  
DOCUMENT TYPE: Journal; News Brief ISSN: 1053-9360 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 91

TEXT:  
...will be available in a few months. InteleTravel also is developing  
interactive, home-based res **software** for its **agents** that will let them  
perform such functions as **tracking commissions** and creating customer  
profiles. . . .

5/3,K/9 (Item 9 from file: 9)  
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00905408 Supplier Number: 23461808 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**SBPA Systems Inc.**

(**SBPA Systems, benefit systems manager, posts 1995 revenues of \$3.1 mil; had total of 42 clients in 1995 and staff of 22**)

Business Insurance, v 30, n 12, p 38

March 18, 1996

DOCUMENT TYPE: Journal ISSN: 0007-6864 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 191

TEXT:

...plans, life insurance.

Features: Provides claims adjudication; unbundling; letter and ID card generation; billings; eligibility **verification**; carrier reports; **commission** calculations; **agent** licensing; utilization review; COBRA and Section 125 administration; claim review; claim registration; PPO repricing; reinsurance flags and reporting; fund accounting; EDI; electronic claims; procedure code driven claims recognition; **online** editing for unbundled charges; automatic adjudication; managed care processing, including capitation and withholdings. Benefit communication...

**5/3,K/10 (Item 10 from file: 9)**

DIALOG(R)File 9:Business & Industry(R)

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00806259 Supplier Number: 23323133 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Marriott improves its agent-payment process**

(**Marriott enhanced process for paying travel agents, who now are able to obtain commission statements, reconciliation data via floppy disk**)

Hotel & Motel Management, v 210, n 18, p 42

October 16, 1995

DOCUMENT TYPE: Journal ISSN: 0018-6082 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 280

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Agency Services.

Automated Travel Solutions, working in conjunction with Marriott, created a module in their **software** package "The Right **Track**" that reconciles the Marriott **commission** statement and enables **agents** to **track** open **commissions** by sending the missing information back to Marriott on disk.

In 1990, Marriott established its...

**5/3,K/11 (Item 11 from file: 9)**

DIALOG(R)File 9:Business & Industry(R)

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00731338 Supplier Number: 23290248 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Group Power**

(**Independent travel agencies increasingly join consortiums to help improve profitability in post-cap environment**)

Travel Agent, v 276, n 11, p 38+

September 04, 1995

DOCUMENT TYPE: Journal; Cover Story ISSN: 1053-9360 (United States)

LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 2553

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...piece of it and understand it."

For many consortiums, the more immediate benefit of the **Internet** is to facilitate communications among members, suppliers and consortium headquarters. "We set up a MAST forum on (on-line service) CompuServe to allow member to member communications," Kloster says. At Cruisalink Plus, members can...

...s home page for an updated list of supplier specials, including those usually hard-to- track regional offers.

Training and management advice. After the **commission** caps, a record number of **agents** went back to the class-room, eager to learn new ways to cut costs and enhance profits -- and consortiums geared up their regular training **programs** accordingly. Courses on the hows and whys of charging service fees were especially popular. For...

5/3,K/12 (Item 1 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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02188343 74810808

**A note on buyer's agent commission and sale price**  
Zietz, Joachim; Newsome, Bobby  
Journal of Real Estate Research v21n3 PP: 245-253 May/Jun 2001  
ISSN: 0896-5803 JRNL CODE: JRR  
WORD COUNT: 3005

...TEXT: rather in the estimation of separate regression equations for each of the subgroups.

In practical **applications**, the question of how to identify homogeneous subgroups arises. For the given data set and...

...and Zietz, 1992) it appears useful to examine whether the impact of the buyer's **agent commission** varies by price. To **identify** subgroups by price, the data set is sorted by price and on this sorted data...

5/3,K/13 (Item 2 from file: 15)  
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02148543 71037454

**IBM, Trilogy scratch each other's back in global strategic alliance**  
Trembly, Ara C  
National Underwriter v105n15 PP: 50 Apr 9, 2001  
ISSN: 0893-8202 JRNL CODE: NUD  
WORD COUNT: 552

...TEXT: the moment, but he doesn't rule that option out for the longer term.

Trilogy **software** offered via the alliance also serves as sales management

tools for agents and brokers, enabling them to manage sales quotas, track commission rates and payments and receive sales incentives from financial institutions, says IBM.

"For insurance providers...

5/3,K/14 (Item 3 from file: 15)  
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02147723 71363109  
**IBM, Trilogy scratch each other's back**  
Trembly, Ara C  
National Underwriter v105n15 PP: 15 Apr 9, 2001  
ISSN: 1042-6841 JRNL CODE: NUN  
WORD COUNT: 550

...TEXT: for the moment, but didn't rule that option out for the longer term.

Trilogy software offered via the alliance also serves as sales management tools for agents and brokers, enabling them to manage sales quotas, track commission rates and payments and receive sales incentives from financial institutions, said IBM.

"For insurance providers...

5/3,K/15 (Item 4 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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02059099 59175445  
**Agencies must change to survive on Net**  
Rabkin, Barry; Tingley, Marcia  
National Underwriter v104n35 PP: 8, 15 Aug 28, 2000  
ISSN: 0893-8202 JRNL CODE: NUD  
WORD COUNT: 1053

...TEXT: and the insurance companies with which they work.

These adapters will also use extranets to track policy applications , claims and their own commission payments and expense allowances. Increasing numbers of agents from these leading edge adapters will use PDAs (personal digital assistants) and rely on other...

5/3,K/16 (Item 5 from file: 15)  
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02058408 59195523  
**Agencies' evolution to take four forms**  
Rabkin, Barry; Tingley, Marcia  
National Underwriter v104n35 PP: 15 Aug 28, 2000  
ISSN: 1042-6841 JRNL CODE: NUN  
WORD COUNT: 1051

...TEXT: and the insurance companies with which they work.

These adapters will also use extranets to **track** policy **applications**, claims and their own commission payments and expense allowances.

Increasing numbers of **agents** from these leading-edge adapters will use personal digital assistants (known as PDAs) and rely...

5/3,K/17 (Item 6 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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02036651 55440148  
**2000 agency automation buyers guide**  
Anonymous  
American Agent & Broker v72n6 PP: 97-110 Jun 2000  
ISSN: 0002-7200 JRNL CODE: AGB  
WORD COUNT: 7054

...TEXT: Systems

System: DORIS 32 Gold.

A comprehensive management system with support for agencies. Offers invoicing, **commission tracking** and general ledger functions.

System available for: Retail **agents** /brokers, wholesale agents@brokers.  
Initial cost: \$0. Updates: Included. Hardware available: No. Hardware maintenance agreement available? No. **Software** support ...CD and/or phone training. Users group? Yes. Interface capability? IVANS, proprietary network. Is a "web -enabled" or 'browser-based" version of the system available? No.

System functions/features: Agency accounting...

5/3,K/18 (Item 7 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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01879828 05-30820  
**Integration pace picks up**  
Turek, Norbert  
Informationweek n750 PP: 94-106 Aug 30, 1999  
ISSN: 8750-6874 JRNL CODE: IWK  
WORD COUNT: 2877

...TEXT: to today's business world, says Mony Group CIO Rogers.

Mony selected MQSeries Integrator, an **application** -integration routing and message-format transformation product developed by IBM and **application** vendor New Era of Networks Inc.-known as Neon-to help create the data definitions...

...helps integrate those products with more than 35 interfaces on its Clarus inc. General Ledger **software** and in-house systems that **track** agent 's **commissions** , death benefits, and other **applications** .

According to CIO Rogers, Neon had the best product available for Mony's needs. Neon...

**5/3,K/19 (Item 8 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
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01770096 04-21087  
**Rep software provider profiles**  
Anonymous  
Agency Sales Magazine v29n2 PP: 8-13 Feb 1999  
ISSN: 0749-2332 JRNL CODE: AGE  
WORD COUNT: 1829

...TEXT: 7

References available

Largest rep customer (# of terminals): 40

Product description: RPMS is a computer **software** system designed specifically for manufacturers' **agents**. The system **tracks** leads, samples, quotes, orders, invoices, **commissions** and products (SKUs). RPMS can also be used for sales forecasting and sales analysis by...

**5/3,K/20 (Item 9 from file: 15)**  
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01707882 03-58872  
**The Cisco Kid grows up**  
Graham, Ann B  
Forbes v1n1 (Executive Edge Supplement) PP: 48 Sep 1998  
ISSN: 0015-6914 JRNL CODE: FBR  
WORD COUNT: 534

...TEXT: software library.

Other features of the site include Bug Alert, which e-mails information about **software** bugs to customers within 24 hours of their discovery. In Marketplace, customers place orders in...

...automatically generates the right discounts and links the order to the representative entitled to the **commission**. The order checking area, called Status **Agent**, includes a FedEx **tracking** record and a link to the FedEx site.

A key element of the strategy has...

**5/3,K/21 (Item 10 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01705156 03-56146  
**A directory of markets for lawyers professional liability insurance**  
Anonymous  
American Agent & Broker v70n9 PP: 77-88 Sep 1998  
ISSN: 0002-7200 JRNL CODE: AGB  
WORD COUNT: 3278

...TEXT: 10 million per claim; \$10 million aggregate.

Deductible or retention: \$5,000 to \$250,000.

**Agent or broker's commission :** Varies.

For more information: Randy Mrozowicz, **Monitor Liability Managers**, 2850 W. Golf Road, #800, Rolling Meadows, IL 60008. (847) 806-6590, Ext. 531. Fax (847) 8066282. E-mail: rmrozowicz@monitorgroup.com. **Web site:** www.monitorgroup.com.

North Island Facilities Ltd.

Insurer(s): Reliance, AIG, Evanston, Coregis, First...

**5/3,K/22 (Item 11 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01666368 03-17358

**Agents need better software to meet demand**

Price, Scott L  
National Underwriter (Life/Health/Financial Services) v102n26 PP: 7-8  
Jun 29, 1998  
ISSN: 0893-8202 JRNL CODE: NUD  
WORD COUNT: 1126

...TEXT: insurance. Features such as these provide the benefit of completely automating the marketing process.

Commission **tracking** capabilities are becoming a necessity in sales **software**. Commission **tracking** enables **agents** to **monitor** their income and make sure they receive what is owed to them. While it is...

...be able to manage first-year and renewals through tiered commission schedules, view and reconcile **commissions** against individual carrier statements, **identify commission** splits and **track agent** information with **commission** override percentage directly from their systems.

**Agents** should also be able to generate easy-to-read **commission** reports for expected, received and past-due **commissions** by **agent**, **carrier**, **client** and **line of business** in a matter of seconds.

While sales software is...

**5/3,K/23 (Item 12 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
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01589299 02-40288

**Mentoring: The new agent's fast track**

Metcalf, Tom  
Life Association News v93n1 PP: 20-23 Jan 1998  
ISSN: 0024-3078 JRNL CODE: LAN  
WORD COUNT: 1128

...TEXT: back office. Again, practical, hands-on experience accelerates the process of acquiring knowledge.

A mentor **program** cannot succeed unless there are also benefits to the mentors themselves. After all, they're...

...their time and resources to launch other agents' careers. Fortunately, the benefits to the veteran **agents** are immediate and **verifiable**. In addition to **commission** splits, the benefits are tangible and intangible.

#### Benefits to Mentors

Revitalize a career: A mentor...

**5/3,K/24 (Item 13 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
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01087310 97-36704

#### **Work the plan**

Karthauser, Gary L  
Managers Magazine v70n9 PP: 12-15 Sep 1995  
ISSN: 0025-1968 JRNL CODE: MAG  
WORD COUNT: 2534

...TEXT: vary from company to company, but they should represent the most important areas to the **agent** and agency in terms of profitability and growth. We **track commissions**, **applications**, expenses, activity, persistency, and commission growth from prior year, and average commissions per month. It...

**5/3,K/25 (Item 14 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00946518 95-95910

#### **Dueling over contracts**

Covaleski, John  
Best's Review (Prop/Casualty) v95n8 PP: 30-36+ Dec 1994  
ISSN: 0161-7745 JRNL CODE: BIP  
WORD COUNT: 2738

...TEXT: in Florida are being hurt by Progressive's insistence on providing a lower commission on **program** referrals. Graves counters that the reduced commissions are justified because Progressive has to recover its...

...the business with no prospecting of their own. The Florida agent, who asked not be **identified**, responds: "In some cases, **agents** can't afford to live on a **commission** that low." The issue of commission changes resulting from the **program** also is not addressed in Progressive's existing agents' contract.

For Sirek, whose agency writes...

**5/3,K/26 (Item 15 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
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00901631 95-51023

A key to rapid growth  
Glynn, Gerald P  
Managers Magazine v69n8 PP: 7-10 Aug 1994  
ISSN: 0025-1968 JRNL CODE: MAG  
WORD COUNT: 3081

...TEXT: about buying insurance. Measuring activity is essential.

Reaching 20 points a day is difficult. The **program** is a simple self-evaluation system that is easy to monitor and helps agents to...

...a day and 100 points per week average in excess of \$1,000 of written **commissions** weekly. We print a daily activity sheet that allows the **agents** to **track** points each day. We are always asking our agents, "How many points today?"

NICHE MARKETING...

5/3,K/27 (Item 16 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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00863677 95-13069  
**Hotels and travel agents: The new partnership**  
Schulz, Christopher  
Cornell Hotel & Restaurant Administration Quarterly v35n2 PP: 44-50 Apr 1994  
ISSN: 0010-8804 JRNL CODE: CHR  
WORD COUNT: 3519

...TEXT: Hotel and Motel Association) and major hotel chains have addressed commission problems with centralized payment **programs** that generate prompt commission checks. In the early 1990s, 15 hotel chains banded together to...

...chains worldwide.(3) Moreover, some chains, such as Holiday, Choice, and Hilton, have developed computer **programs** that **track** the **commission** for the **agent**. (See the box above for an explanation of Hilton's industry-leading **program** .)

Disclosure. Some hoteliers mistakenly believe that they are in competition with travel agents. Instead of...

5/3,K/28 (Item 17 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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00823724 94-73116  
**Stabilization programs and external enforcement: Experience from the 1920s**  
Santaella, Julio A  
International Monetary Fund Staff Papers v40n3 PP: 584-621 Sep 1993  
ISSN: 0020-8027 JRNL CODE: IMF  
WORD COUNT: 11269

...TEXT: 7 also indicates whether there was external enforcement during these episodes. The six countries with **programs** endorsed by the League, together with Germany, are shown as having external enforcement. The German  
...

...Reichsbank): half of the 14 members of the General Board would be foreigners, who would **monitor** the Reichsbank's note issue. The second was an **agent** appointed by the Reparation Commission to **monitor** Germany's currency policy.(22)

Although the Polish case is similar to the German experience...

5/3,K/29 (Item 18 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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00766512 94-15904  
**The successful integration of a field sales force attributed to automation**  
Smith, Al  
Telemarketing Magazine v12n3 PP: 88-89 Sep 1993  
ISSN: 0730-6156 JRNL CODE: TLM  
WORD COUNT: 1144

...TEXT: able to use the information in the database in a different manner.

"The sales automation **software** has given us the flexibility to address some off-beat issues related to our agents," Reissner said, explaining some of the uses developed by managers in the field. "The **software** was selected as a tool for analysis of sales operations in the field. Now we...

...go beyond the normal type of letters to an agent. We are able to support **tracking** of **agent** performance in order to calculate and pay Contingency **Commissions**. These are special calculations based on the **agent**'s extra volume in special lines of business. The ability to do this type of...

5/3,K/30 (Item 19 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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00764014 94-13406  
**Hong Kong vessels make the move**  
Purba, Sanjiv  
Computing Canada v19n16 PP: 36 Aug 3, 1993  
ISSN: 0319-0161 JRNL CODE: CCD

...ABSTRACT: 1989, the Shun Tak Group of Hong Kong initiated a search to replace the computer **application** system that managed the company's transportation business. Shun Tak selected ISM Information Systems Management...

...were sought to enable ticket operators to use the system with minimal training. The new **application** was to be packed with functions that were previously lacking, such as handling credit card sales by telephone, helicopter sales, **agent commissions**, comprehensive reporting, and operator statistics **tracking**. JetTix was designed specifically for the Shun Tak project.

5/3,K/31 (Item 20 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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00564475 91-38829  
**My Best Investments**  
Beider, Andrew  
Broker World v11n7 PP: 110-114 Jul 1991  
ISSN: 0273-6551 JRNL CODE: BRW

...ABSTRACT: and a database called the Client Information Control System (CICS). The database can help insurance **agents track commissions**, expenses, and other items and provide the capability to take notes on all clients. It...

...about a computer, the better investment it is. An efficient way to learn a new **software** package is to invest in training and basic classes.

**5/3,K/32 (Item 21 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
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00562054 91-36408  
**Shareware: A Great Source of Inexpensive Software for Agencies**  
Anonymous  
Agency Sales Magazine v21n7 PP: 5-7 Jul 1991  
ISSN: 0162-3656 JRNL CODE: AGE

ABSTRACT: **Software programs** address the most common problems that **agents** have, including order and **commission tracking**, mailing list maintenance, billing and office finances, office management, and word processing. Writers of shareware retain all rights to their **programs** under copyright laws, but they allow the distribution of their systems freely with a few...

...Users must register their use with the author. Shareware costs are less than most comparable **software**, which is marketed at retail. The key advantage of shareware is that users get to test a **program** on their computers before they pay for it. A number of companies market the work of individual **software** authors. These companies do limited testing and include the **programs** in their catalogs. Most of them advertise in a monthly tabloid called The Computer Shopper...  
...instructions for use. Manufacturers' agents who take their computer systems seriously are probably using shareware **programs** designed specifically for agency management.

**5/3,K/33 (Item 22 from file: 15)**  
DIALOG(R) File 15:ABI/Inform(R)  
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00541778 91-16122  
**Northwest Productivity Takes Off with Imaging**  
Booker, Ellis  
Computerworld v25n10 PP: 31 Mar 11, 1991  
ISSN: 0010-4841 JRNL CODE: COW  
WORD COUNT: 567

...TEXT: adding that several benefits have flowed from this change. For example, Northwest can now accurately **monitor** the fares and **commissions** charged by independent travel **agents**. An even greater value, he said, will be a not-yet-operational subsystem to track incentive and promotional **programs**.

For example, this will let Northwest monitor, for the first time, the effectiveness of short...

5/3,K/34 (Item 23 from file: 15)  
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00464176 89-35963  
**Agents Choose Client Mgmt., Mktg. Software**  
Arndt, Sheril  
National Underwriter (Life/Health/Financial Services) v93n35 PP: 7, 12  
Aug 28, 1989  
ISSN: 0893-8202 JRNL CODE: NUD

...ABSTRACT: products to prospects and clients, life insurance agents increasingly are using client management and marketing **software programs**. Although illustration, accounting, and needs-analysis **software** are in demand, life agents are searching for sophisticated **programs** that can help them manage their client base and provide selling assistance. Client management **programs** allow agents to keep track of information that includes clients' policy and underwriting data, clients' investments, and commission income. The **programs** also can generate pre-formatted form letters and reports to help agents manage their flow of business. Life **agents** are looking for **programs** that **track** their business and **commissions**, provide product quotes, and reduce the time they must spend servicing business. ...

5/3,K/35 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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08352738 Supplier Number: 70732536 (USE FORMAT 7 FOR FULLTEXT)  
**IBM and Trilogy Form Global Strategic Alliance; Alliance to Provide e-Business and Channel Management Solutions to Financial Services and Automotive Industries.**  
Business Wire, p0114  
Feb 22, 2001  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1164

... multiple product lines, including life, group life, annuities, mutual funds, and property and casualty.

Trilogy **applications** offered through the alliance also serve as sales management tools for **agents** and brokers, enabling them to manage sales quotas, **track** **commission** rates and payments, manage opportunities, receive sales incentives from financial institutions, as well as other...

5/3,K/36 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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08003033 Supplier Number: 64458090 (USE FORMAT 7 FOR FULLTEXT)  
**Best Western's Largest Ad Campaign Kicks Off.**  
Pedersen, Mark

Leisure Travel News, v16, n5, p4  
Feb 14, 2000  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 268

... provide between 15 and 20 percent of Best Western's business.  
Best Western's BestCheque **program** is one way the company is reaching out to agents, by appealing to one of...

...retailer's most sensitive points in hotel sales: commission payments. Since implementation of BestCheque, which **tracks** and consolidates **commission** payments, travel **agent** complaints to the company for unpaid **commissions** have fallen by 80 percent.

The trade ad campaign will emphasize the "reasons to travel..."

5/3,K/37 (Item 3 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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07783511 Supplier Number: 65062788 (USE FORMAT 7 FOR FULLTEXT)  
**Orion's Globalinx Subsidiary Launches Nationwide Sales Agent Recruitment Program.**  
PR Newswire, pNA  
Sept 7, 2000  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 493

... customers. Globalinx, which is developing a complete set of sales and technology tools to help **agents monitor** accounts for sales, revenues, and **commissions** is offering an aggressive compensation **program** as well as no-cost training for agents and distributors at its Atlanta headquarters and...

5/3,K/38 (Item 4 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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07491176 Supplier Number: 62837204 (USE FORMAT 7 FOR FULLTEXT)  
**ATS Adds To Commission-Tracking Software. (Brief Article)**  
Kiesnoski, Kenneth  
Leisure Travel News, v16, n16, p15  
May 22, 2000  
Language: English Record Type: Fulltext  
Article Type: Brief Article  
Document Type: Magazine/Journal; Trade  
Word Count: 345

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...YORK -- Automated Travel Solutions (ATS) has rolled out a new reconciling module for The Right **Track**, its non-ARC **commission - tracking software**, that promises to automatically match bookings on **agent** systems to consolidated **commissions** checks from National Processing Corp.

5/3,K/39 (Item 5 from file: 16)  
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06896173 Supplier Number: 58064331 (USE FORMAT 7 FOR FULLTEXT)  
**Mountains of Money.**

Small, Stacy H.  
Travel Agent, v297, n8, p68  
Nov 22, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 2885

... support, special rates and package deals, access to a dedicated inside sales desk and override **commissions**.

"Most important though," says Swenson, "by **identifying agents** who want to do more with us, we can build relationships and work with them to grow their ski business." More than 3,500 agents have signed up for the **program** to date, and Bruce Mainzer, vice president of sales and marketing for Vail Resorts, says...

5/3,K/40 (Item 6 from file: 16)  
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06760011 Supplier Number: 56002992 (USE FORMAT 7 FOR FULLTEXT)  
**The Old West, Molokai-Style. (Statistical Data Included)**  
Foster, Camie  
Travel Agent, v296, n11, p3S8  
Sept 20, 1999  
Language: English Record Type: Fulltext  
Article Type: Statistical Data Included  
Document Type: Magazine/Journal; Trade  
Word Count: 679

... driving, herding and branding cattle.

The ranch is also reaching out to agents with a **program** that provides retailers with free nights for themselves when they generate qualifying bookings. Stays of...

...Agents complete an award certificate and receive a free-night certificate when materialized bookings are **verified**. Awards are transferable, and **agents** continue to earn 10 percent **commission**.

Call 877-PANILO or visit ([www.molokai-ranch.com](http://www.molokai-ranch.com)).

RELATED ARTICLE: Market Monitor  
Working for...

5/3,K/41 (Item 7 from file: 16)  
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06675943 Supplier Number: 55882221 (USE FORMAT 7 FOR FULLTEXT)  
**A Piece of the (Trans)action.**  
Quinlan, Michael  
Travel Agent, v296, n9, p22  
Sept 6, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade

Word Count: 1850

... the world.

Now NPC is expanding its line of products and services to include a Web-based payment tool called Virtual Pay, which can be used both by agencies and suppliers. In addition, NPC is expanding the services provided on its PortNPC Web site [www.PortNPC.com] to help agents better track their commission payments. According to the company, not only can these two tools help you be more...

5/3,K/42 (Item 8 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)  
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06597879 Supplier Number: 55598478 (USE FORMAT 7 FOR FULLTEXT)

**Integration Pace Picks Up -- Linking Enterprise Applications Creates New Business Opportunities. (Product Information)**

Turek, Norbert

InformationWeek, p94

August 30, 1999

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Tabloid; General Trade

Word Count: 2833

... Cyberlife, a policy administration product from Policy Management Services Corp.

Mony selected MQSeries Integrator, an application-integration routing and message-format transformation product developed by IBM and application vendor New Era of Networks Inc.-known as Neon-to help create the data definitions...

...helps integrate those products with more than 35 interfaces on its Clarus Inc. General Ledger software and in-house systems that track agent's commissions, death benefits, and other applications.

According to CIO Rogers, Neon had the best product available for Mony's needs. Neon...

5/3,K/43 (Item 9 from file: 16)

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06504279 Supplier Number: 55221014 (USE FORMAT 7 FOR FULLTEXT)

**Check Your Commissions On-line.**

Rice, Kate

Leisure Travel News, v15, n25, p11

July 12, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 166

... to reams of paper, depending on the amount of business an agency does.

With the Web site agents can now check the status of their commissions Friday morning, giving them more up-to-date data on their commissions, and agents can also track them through various search methods. For more information, visit www.portNPC.com.

**5/3,K/44 (Item 10 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06397346 Supplier Number: 54831962 (USE FORMAT 7 FOR FULLTEXT)

**Penn Treaty American Corporation Launches On-Line Resource Center.**

PR Newswire, p5413

June 8, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 646

... to accelerate the Underwriting process by as much as two weeks by submitting new business **on - line** or faxing the **application** to the Company's new toll free fax (877-LTC-FAXX). Furthermore, agents can review pending **application** status via Individual Activity. These reports provide the **agents** the ability to **track** new business submission, **commission** status and billing.

The site contains other Sales Support links that allow agents to electronically...

**5/3,K/45 (Item 11 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06321957 Supplier Number: 54574884 (USE FORMAT 7 FOR FULLTEXT)

**New OpenTravel Alliance Promises Common Electronic Standards, But Worries Agents.**

Michels, Jennifer

Travel Agent, v295, n2, p84(1)

May 3, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 980

... intentions, because this type of initiative could be a way for airlines to more easily **track Internet** bookings, then reduce **commissions**. (Travel agent associations are currently fighting ARC's Electronic Reservations Service Provider **identification** number for that very reason.)

Says Hawks: "That's what worries us. They're meant..."

**5/3,K/46 (Item 12 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2005 The Gale Group. All rts. reserv.

06212145 Supplier Number: 54182063 (USE FORMAT 7 FOR FULLTEXT)

**Delta Three Launches Web-Based Agent Program; Technology Driven Agent Program Offers Automated, Real-Time Access to Data.**

Business Wire, p1105

March 23, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 517

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...web-based program for agents to sell Delta Three services. With a few

mouse clicks, **agents** can sign up, download promotional tools, **track** results and **monitor commissions**. The Delta Three **Agent Program** offers competitive **commission** rates to companies and individuals who promote Delta Three's PC-to-Phone and Phone...

**5/3,K/47 (Item 13 from file: 16)**  
DIALOG(R) File 16:Gale Group PROMT(R)  
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06198667 Supplier Number: 54128856 (USE FORMAT 7 FOR FULLTEXT)  
**Book On The Web With Globetrotters.**

Tice, Kerry  
Leisure Travel News, v15, n9, p18(1)  
March 8, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 616

... their select section because it is the only part of the site where Globetrotters will **track** their bookings for **commission** credit. Also, **agents** can search here for information to contact their respective regional business development manager. And, in addition to purchasing trips **on - line**, agents can generate a quote number, which will remain in the reservation system for five...

**5/3,K/48 (Item 14 from file: 16)**  
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06066634 Supplier Number: 53526214 (USE FORMAT 7 FOR FULLTEXT)  
**Virtual Gaming Technologies Now Accepting Partners and Agents at Its VirtPartners Website.**

Business Wire, p1211  
Jan 7, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 391

... technology providing the ability to automatically track customers of each partnership agent by the originating **web** site banner. This technology also enables **agents** in the field to access and **track** their customer **commission** records from anywhere in the world through a secure channel using the partnership **web** site.

Virtual Gaming intends to pay its agents on a percentage of net win basis...

**5/3,K/49 (Item 15 from file: 16)**  
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05673204 Supplier Number: 50145707 (USE FORMAT 7 FOR FULLTEXT)  
**On the Right Track**  
Quinlan, Michael D.  
Travel Agent, p28  
June 29, 1998  
Language: English Record Type: Fulltext  
Article Type: Article

Document Type: Magazine/Journal; Trade  
Word Count: 984

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

Enhanced **commission - tracking software** for hotels and car rentals  
saves travel **agents** valuable time

5/3,K/50 (Item 16 from file: 16)  
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04862313 Supplier Number: 47151757 (USE FORMAT 7 FOR FULLTEXT)

**Radison OK's Web Commission**

Rice, Kate  
Tour & Travel News, p1  
Feb 24, 1997  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 426

... Agent are over Radisson Hospitality Worldwide's 'Hot Deals' cyber rates, available only on its **Web** site and lower than those available to agents using global distribution systems, spurred Radisson's development of a travel **agent identification** field on its **Web** site.

Now **agents** can receive **commissions** for room bookings they make on the Radisson site ([www.radisson.com](http://www.radisson.com)).

Joan Cronson, of...

...they'd be using it, so we didn't have a place for them to **identify** themselves.'

Radisson's corporate office will pay a 10 percent **commission** to travel **agents** using the company's **Web** site to book a 'Hot Deal' for their clients. Agents must enter their International Airlines...

5/3,K/51 (Item 17 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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04646673 Supplier Number: 46836200 (USE FORMAT 7 FOR FULLTEXT)  
**PC Travel: World's first virtual travel agency system to utilize CA'S Multimedia object database technology; InteleTravel International Standardizes On CAs' Jasmine Software To Launch Home-Based Travel Industry**

EDGE: Work-Group Computing Report, pN/A  
Oct 28, 1996  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 637

... broadcast faxes and conduct other marketing promotions targeting their prospects and customers.

The basic InteleTravel **software** package will include a "booking engine" and "brochure rack." The complete office version will also incorporate a full array of home-business support resources encompassing travel **agent** training, high-quality marketing materials, reservation services, **commission tracking** and payments.

The new Virtual Travel Agency technology will become an integral part

of InteleTravel...

**5/3,K/52 (Item 18 from file: 16)**  
DIALOG(R) File 16:Gale Group PROMT(R)  
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04635829 Supplier Number: 46819833 (USE FORMAT 7 FOR FULLTEXT)  
**InteleTravel Creates 'The Virtual Travel Agency' Using Computer Associates' Innovative Software**  
PR Newswire, p1021DCM021  
Oct 21, 1996  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 784

... input simple trip requirements and instantly generate a photo-rich, customized brochure for clients.

The **software** package also will include InteleTravel's full array of home-business support with travel **agent** training, high-quality marketing materials, reservation services, **commission tracking** and payments.

The product is expected to be launched in the first quarter of 1997...

**5/3,K/53 (Item 19 from file: 16)**  
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04224429 Supplier Number: 46181580 (USE FORMAT 7 FOR FULLTEXT)  
**Italians Stepping Up Promotions With Independent U.S. Retailers**  
Daily News Record, p7  
Feb 29, 1996  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; General Trade  
Word Count: 731

... Canali, plus lesser-known ones, including Dalmine Uomo, Belvest and Gran Sasso.

Under the retailer **program**, he **commission identifies** potential retail partners through American sales **agents** representing Italian labels, Asaro explained. Stores that carry more than five Italian brands are invited...

**5/3,K/54 (Item 20 from file: 16)**  
DIALOG(R) File 16:Gale Group PROMT(R)  
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04077875 Supplier Number: 45938589 (USE FORMAT 7 FOR FULLTEXT)  
**BEST WESTERN STARTS A TECHNOLOGICAL REVOLUTION**  
PR Newswire, p1114LATU030  
Nov 14, 1995  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1539

... business information to drive sales. And to ensure optimum productivity, the system features real-time **agent performance tracking** modules and revenue-management tools. A travel **agent commission program** and an **online frequency database** are also included.

CRS Hardware and Software  
The engine driving the central reservation...

5/3,K/55 (Item 21 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
(c) 2005 The Gale Group. All rts. reserv.

03438034 Supplier Number: 44789708 (USE FORMAT 7 FOR FULLTEXT)  
**Working The Disney Magic On Agents**  
Tour & Travel News, v0, n0, p1  
June 27, 1994  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1237

... were at a disadvantage because those clients could not do Magic Kingdom bookings where the **agents** could earn a **commission**.

As we **identify** areas which are potential obstacles to improving our relationship with agents, we're becoming very...

...agents can call an 800 number and get information on who our salespeople are, what **programs** we've got.  
TTN: Earlier this year, one of your theme park executives had written  
...

5/3,K/56 (Item 22 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
(c) 2005 The Gale Group. All rts. reserv.

03087516 Supplier Number: 44206307 (USE FORMAT 7 FOR FULLTEXT)  
**Apple scales back direct sales to K-12 schools**  
Computer Reseller News, p10  
Nov 1, 1993  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 485

... third-party peripherals,' said another Apple K-12 sales agent who asked not to be **identified**. 'That's where the money is in this **program**'

Other **agents** viewed the cuts in **commissions** as possibly undermining the **program**. 'The cut in commissions is going to hurt agents with large rural areas to cover...

...move on to greener pastures. I'm afraid Apple might end up with a mediocre **program** as a result.'

5/3,K/57 (Item 23 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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02784557 Supplier Number: 43736238 (USE FORMAT 7 FOR FULLTEXT)  
**WLT Software of Florida Inc.**  
Business Insurance, p36  
March 29, 1993  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 307

... plans; flexible benefits, COBRA and PPO processing; cost containment reporting; financial accounting; specific and aggregate tracking ; reasonable and customary verification; automatic letter writer; word processing capabilities; agent /broker commission payments; electronic mail bag and remote processing capabilities; electronic claims processing; communicates benefit programs to employees; administers COBRA claims.

COMPCLAIMS: MS-DOS PC or LAN; first installation, 1985. Provides...

5/3,K/58 (Item 24 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
(c) 2005 The Gale Group. All rts. reserv.

02487054 Supplier Number: 43284438 (USE FORMAT 7 FOR FULLTEXT)  
**IMA, Amex Settle Dispute Over Platinum Promotion**  
Tour & Travel News, p12  
Sept 7, 1992  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 476

... Platinum Card promotions. They have also written to all hotels participating in the Platinum Card program , informing them to identify booking agents by their IATA (International Aviation Transport Association) numbers. Agents will get their commissions directly from the hotels for booking Platinum Card programs . These commissions will be included in any override programs travel agencies may already have with the hotels.'  
Barclay noted one concession made by IMA...

5/3,K/59 (Item 25 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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02012281 Supplier Number: 42583861 (USE FORMAT 7 FOR FULLTEXT)  
**UniTravel Adds Latin America, Africa**  
Tour & Travel News, v0, n0, p46  
Dec 9, 1991  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 334

... percent for 50 or more. Overrides and group commissions are offered also.

"We have a program that gives us weekly updates to keep track of when agents have gone over commissions . We've been doing this (tiered commissions ) since September," said Pavlick.

The company previously offered just two commissions, 10 and 12 percent  
...

5/3,K/60 (Item 26 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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01736319 Supplier Number: 42170913 (USE FORMAT 7 FOR FULLTEXT)  
**Pleasant Hawaiian Travel Card Eliminates Vouchers**

Tour & Travel News, v0, n0, p37  
June 24, 1991

Language: English Record Type: Fulltext Abstract  
Document Type: Magazine/Journal; Trade  
Word Count: 550

... based Classic Hawaii introduced a plastic "credit" card and eliminated vouchers from its Hawaii tour **program**. Classic uses the card to keep **track** of optional customer purchases and pays travel **agents commissions** on sales in the islands. Customers can also use the Classic card for discounts at...

**5/3,K/61 (Item 27 from file: 16)**  
DIALOG(R) File 16:Gale Group PROMT(R)  
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01361590 Supplier Number: 41612779 (USE FORMAT 7 FOR FULLTEXT)  
**Marriott, Radisson Update Agent Commission Policies**  
Tour & Travel News, v0, n0, p8  
Oct 15, 1990  
Language: English Record Type: Fulltext Abstract  
Document Type: Magazine/Journal; Trade  
Word Count: 533

... hours send either a commission check, under existing policy, to the travel agency, or a **commission tracking** card explaining to the **agent** why a **commission** has not been paid.

"Often, a travel **agent**'s client will call the hotel directly and cancel a reservation, or fail to check..."

...scheduled," said Tom Story, executive vice president of Radisson, who is overseeing the commission tracking **program**.

When the hotel sends a copy of the "no-show" card to the travel agency  
...

**5/3,K/62 (Item 28 from file: 16)**  
DIALOG(R) File 16:Gale Group PROMT(R)  
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01244785 Supplier Number: 41442973 (USE FORMAT 7 FOR FULLTEXT)  
**Agents Put Fire Under Hotels Slow With Commissions**  
Tour & Travel News, v0, n0, p4  
July 16, 1990  
Language: English Record Type: Fulltext Abstract  
Document Type: Magazine/Journal; Trade  
Word Count: 548

... hotel representative firm called E & M Associates is the source for another hotel commission tracking **program** called Agency Commission Tracking. Ralph Morano, vice president of operations for E & M, said the...

...independent hotels, many of them international independent properties. The company saw the need for commission **tracking** as a way to preserve credibility with U.S. travel **agents** who were not paid **commissions** by independent hotels.

E & M's program is called Agency Commission Tracking (ACT). It also...

5/3,K/63 (Item 1 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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11153615 SUPPLIER NUMBER: 55035423  
**Service provides agents with secure access to commission data; National Processing Co. activates pay-tracking site.**  
Travel Weekly, 58, 48, 7(1)  
June 17, 1999  
ISSN: 0041-2082 LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT: National Processing Co. has activated PortNPC, its on-line reporting tool, so that **agents** can **track** and analyze **commission** payments. Through the site, **agents** will be able to gain secure access to their own **commission** data for the approximately two dozen travel suppliers taking part in NPC Commission Express, an outsourcing **program** that consolidates payments from multiple vendors into a single weekly payment to agents. Participants of...

5/3,K/64 (Item 2 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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09872727 SUPPLIER NUMBER: 19978615 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The games Iraq plays: Saddam stands to win a lot more than he might lose. (Saddam Hussein)**  
Newman, Richard J.  
U.S. News & World Report, v123, n19, p48(3)  
Nov 17, 1997  
ISSN: 0041-5537 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1505 LINE COUNT: 00119

... probably retains fewer than a dozen missiles with ranges of over 500 kilometers. And the **commission** has **verified** the destruction of 690 tons of chemical-warfare **agents** such as sarin and mustard gas, plus over 3,200 tons of "precursors" that can...

5/3,K/65 (Item 3 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

09336770 SUPPLIER NUMBER: 19159884 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Reversing policy, Radisson pays on Web products. (Radisson Hotels Worldwide to compensate travel agents using World Wide Web site) (Brief Article)**  
Golden, Fran  
Travel Weekly, v56, n15, p1(2)  
Feb 24, 1997  
DOCUMENT TYPE: Brief Article ISSN: 0041-2082 LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 347 LINE COUNT: 00031

... will receive 10% commissions paid directly from each hotel, as is the company's standard **commission** -payment policy.

An **agent** - **identification** field has been added to the site, and agents are instructed to enter their IATA...

5/3,K/66 (Item 4 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB  
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09119140 SUPPLIER NUMBER: 18805982 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
InteleTravel to offer tech product. (booking software, reservation system) (Brief Article)

Travel Weekly, v55, n86, p157(1)  
Oct 28, 1996

DOCUMENT TYPE: Brief Article ISSN: 0041-2082 LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 240 LINE COUNT: 00024

... trip requirements and instantly generate a customized brochure.  
The software also will include InteleTravel's agent training, marketing materials, reservations services, commission tracking and payments.

**5/3,K/67 (Item 5 from file: 148)**

DIALOG(R) File 148:Gale Group Trade & Industry DB  
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08528860 SUPPLIER NUMBER: 18063209 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Italians stepping up promotions with independent U.S. retailers; trade commission plans to spend \$1.2M this year. (Italian Trade Commission)

Socha, Miles  
Daily News Record, v26, n41, p7(1)  
Feb 29, 1996

ISSN: 0162-2161 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 758 LINE COUNT: 00064

... lesser-know ones, including Dalmine Uomo, Belvest and Gran Sasso.  
Under the retailer program, the commission identifies potential retail partners through American sales agents representing Italian labels, Asaro explained. Stores that carry more than five Italian brands are invited to take...

**5/3,K/68 (Item 6 from file: 148)**

DIALOG(R) File 148:Gale Group Trade & Industry DB  
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08056702 SUPPLIER NUMBER: 17387050 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Technology firm offers product via Worldspan. (Technology Partners introduces third-party software for computer reservations systems) (Brief Article)

Lassiter, Eric  
Travel Weekly, v54, n60, p33(1)  
July 31, 1995  
DOCUMENT TYPE: Brief Article ISSN: 0041-2082 LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 221 LINE COUNT: 00022

... secondary PNR functions, queueing any information that cannot be completed by the system to the agent.

The program can also handle extensive MIS functions, including commission tracking, split ticketing and report preparation and generation.

Capabilities also include the processing of prepaid tickets...

5/3,K/69 (Item 7 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

07901244 SUPPLIER NUMBER: 16917399 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Barclay: Retailers lose more than they realize. (Gordon Barclay speech;  
Travel Weekly's Conference '95)  
Godwin, Nadine  
Travel Weekly, v54, n41, p22(2)  
May 25, 1995  
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 695 LINE COUNT: 00058

...ABSTRACT: reservations, according to Automated Travel Solutions Pres. Gordon Barclay, whose company markets software to help **agents track commissions**. Barclay instructs **agents** in choosing a method of handling data to prevent these losses. The cost of such a **program** should be measured against the potential loss because no **program** is in place.

5/3,K/70 (Item 8 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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07832734 SUPPLIER NUMBER: 16862782 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Pay for nonbookings? ... the method in Napili Kai's madness. (Napili Kai Beach Club pays commission to travel agents whose former clients book without them)  
Travel Weekly, v54, n32, p80(1)  
April 24, 1995  
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 493 LINE COUNT: 00049

...ABSTRACT: Hotel officials believe that, in the end, the hotel benefits from the goodwill act, as **agents** are happy to recommend the hotel. Between 50 to 60 **commission** checks per year have been paid to **agents** under the hotel's ' **commission -protection program** .' The hotel keeps **track** of its customers and who has originally booked them.

5/3,K/71 (Item 9 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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07493085 SUPPLIER NUMBER: 15597147 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
What will happen to our overrides? (establishing a travel agent incentive program; effect of lowered air fares on incentives) (Panel Discussion)  
Dorsey, Jennifer  
Travel Weekly, v53, n58, p27(2)  
July 25, 1994  
DOCUMENT TYPE: Panel Discussion ISSN: 0041-2082 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 1262 LINE COUNT: 00102

... on a select number of suppliers helps agents track their performance and means the incentive **program** is funded primarily by the vendors through increased commission payments, he said.

The preferred list...

5/3,K/72 (Item 10 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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07223454 SUPPLIER NUMBER: 15238328 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**ACT slates new version of commission-maximizing software. (Automated Commission Technologies; airline commission software AirComm 3.1)**  
Fairlie, Rik  
Travel Weekly, v53, n22, p11(1)  
March 21, 1994  
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 543 LINE COUNT: 00042

**ABSTRACT:** Automated Commission Technologies (ACT) introduced a revised version of its airline commission -maximizing **software** . AirComm 3.1 keeps track of travel agent commissions through a database of **commission programs** . The **software** is cost-effective for agencies with annual sales over \$15 million and is especially useful...

5/3,K/73 (Item 11 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

07197411 SUPPLIER NUMBER: 14862878 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Software alley runs gamut of applications. (software for air conditioning, heating equipment contractors, manufacturers) (Last of Two Parts)**  
Amistadi, Henry  
Air Conditioning, Heating & Refrigeration News, v191, n8, p7(3)  
Feb 21, 1994  
ISSN: 0002-2276 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 2000 LINE COUNT: 00185

... The "ProfitWorks" software set is designed for the wholesale-distributor, stocking representative, and manufacturer's agent (**commission** representative).

Industry-specific **software** is provided for order entry, quotation tracking , commission calculation and reconciliation, inventory management, purchase advice, accounts receivable management, and sales analysis.

Prophet...

5/3,K/74 (Item 12 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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06800594 SUPPLIER NUMBER: 14974317 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Hotel marketing: it's back to basics. (forging alliances with travel agencies) (includes related article on centralized commission settlement systems) (Travel Today)**  
Lodging Hospitality, v49, n13, p29(4)  
Dec, 1993  
ISSN: 0148-0766 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 2960 LINE COUNT: 00231

...**ABSTRACT:** more effectively and to constantly give them feedback regarding the outcome of transactions. To better monitor the productivity of a marketing program and a travel agent and eliminate problems regarding **commission** discrepancies, it is important to have a centralized

commission settlement service which could promptly and...

5/3,K/75 (Item 13 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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06777132 SUPPLIER NUMBER: 14786647 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**UAL revamps agent pay in int'l markets. (United Airlines)**  
Wada, Isae  
Travel Weekly, v52, n96, p1(2)  
Dec 6, 1993  
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 550 LINE COUNT: 00044

... Commission Technologies, which tracks commissions, estimated that as much as 80% of United's transatlantic **on - line** business, exclusive of the U.K., was booked at 11% higher pay.

"It's really...

5/3,K/76 (Item 14 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

06695123 SUPPLIER NUMBER: 14102290 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**You want to quit? Trick your mind to keep going. (insurance agents) (Q & A)**  
(Column)  
Friedman, Sidney A.  
National Underwriter Life & Health-Financial Services Edition, n27, p8(2)  
July 5, 1993  
DOCUMENT TYPE: Column ISSN: 0893-8202 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 724 LINE COUNT: 00049

...ABSTRACT: Million Dollar Round Table is one goal. Entry into the Million Dollar Round Table requires **commissions** of about \$1,040 weekly. **Agent** must make enough **applications** to generate that **commission** each week. If obstacles are encountered, the obstacle must be **identified** and overcome.

5/3,K/77 (Item 15 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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06026168 SUPPLIER NUMBER: 12879007  
**The match game. (The Right Track software program reconciles bookings with travel agents' commission checks)**  
Robinson, Alan  
Travel Agent, v263, n10, p44(1)  
August 31, 1992  
ISSN: 1053-9360 LANGUAGE: ENGLISH RECORD TYPE: CITATION

**The match game. (The Right Track software program reconciles bookings with travel agents' commission checks)**

5/3,K/78 (Item 16 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB

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05451971      SUPPLIER NUMBER: 10930709      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Shareware. (software for sales agencies)**  
Agency Sales Magazine, v21, n7, p5(3)  
July, 1991  
ISSN: 0749-2332      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT  
WORD COUNT: 1390      LINE COUNT: 00104

... than a few programs designed specifically for agents. These programs address the most common problems **agents** have: order and **commission tracking**, mailing list maintenance, billing and office finances, office management, word processing and just about everything...

...did with a pencil, pen, typewriter and calculator just a few short years ago.. Although **software** producers may each address many of the same problems that their competitors addressed when designing their **programs** , each **program** IS different. Every **software** writer's approach to a problem is different, and his or her resulting **software** will be reflected in variances that make it different in some ways from that of...

5/3,K/79      (Item 17 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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05231867      SUPPLIER NUMBER: 11928932      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Airline deregulation: a perspective. (1991 Annual Meeting)**  
Levine, Michael E.  
Antitrust Law Journal, 60, n2, 687-694  
Summer, 1991  
ISSN: 0003-6056      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT  
WORD COUNT: 3854      LINE COUNT: 00294

... flights in ways that benefit their frequent flyer program account balances; the fact that travel **agents** are shifting people to and from airlines based on **commission** structures undisclosed to the customer--these all are better **tracked** through CRSs and better managed through CRSs than otherwise.

Airlines that control CRSs gain what...

5/3,K/80      (Item 18 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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05119924      SUPPLIER NUMBER: 10474619      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**ARTA to create tracking system for members' commission claims. (Association of Retail Travel Agents)**  
Durbin, Fran  
Travel Weekly, v50, n23, p1(2)  
March 21, 1991  
ISSN: 0041-2082      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT  
WORD COUNT: 555      LINE COUNT: 00043

... automation committee the green light to start preliminary programming for an automated system that would **track** hotel and car rental **commission** claims for member travel **agents** .

In an interview following a board meeting in Houston, ARTA chairman Leslie Pontious said the...

**5/3,K/81 (Item 19 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

04830323 SUPPLIER NUMBER: 08902186 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Hotel commissions: a progress report. (column)**  
Bush, Melinda  
Travel Weekly, v49, n78, p65(1)  
Sept 27, 1990  
DOCUMENT TYPE: column ISSN: 0041-2082 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT  
WORD COUNT: 680 LINE COUNT: 00053

... In acknowledging the problem, Radisson Hotels International has launched A Welcome Change program that provides **agents** with a **commission bill of rights**.

Radisson vows to provide **agents** with information to assist them in **tracking** payments and in keeping records.

The company now can automatically notify agents of no-shows...

**5/3,K/82 (Item 20 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

04827764 SUPPLIER NUMBER: 09403901 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Automating the life agency office.**  
Johnsen, John L.; Tyniec, Jack W.  
National Underwriter Life & Health-Financial Services Edition, n35, p16(1)  
August 27, 1990  
ISSN: 0893-8202 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 1122 LINE COUNT: 00090

... of a policy, beneficiary, etc.

General agency administration software packages perform such activities as accounting, **agent** and physician data bases, client data base, policy **tracking**, **commission tracking** correspondence, electronic mail and prospecting--generating birth dates so a greeting card can be sent

...

**5/3,K/83 (Item 21 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

04579520 SUPPLIER NUMBER: 08481440 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Making amends. (Travel Weekly Focus on Hotels)**  
Crocker, Marilee  
Travel Weekly, v49, n43, pF6(3)  
May 28, 1990  
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 2263 LINE COUNT: 00180

... s departure.

The program has the added benefits of educating hoteliers to the importance of **agents** and helping the company to **monitor** individual hotels' **commission** performance, says Lorraine Voll Morris, director of travel industry sales and marketing for Marriott Hotels...

5/3,K/84 (Item 22 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

02820658 SUPPLIER NUMBER: 04216600 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Sabre agents will soon get better Avis info. (on commissions, rental agreements, rates, etc.)**  
Golden, Fran  
Travel Weekly, v45, p45(1)  
April 24, 1986  
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 191 LINE COUNT: 00015

BOSTON -- Avis soon will be able to provide on-line **commission tracking** for Total-Access Sabre **agents identification**, according to Joseph Vittoria, the car rental firm's president and chief executive officer.

Another...

5/3,K/85 (Item 23 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

02175015 SUPPLIER NUMBER: 03494479 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**ATC versus ARC accreditation rules. (illustration)**  
Travel Weekly, v43, p10(1)  
Oct 31, 1984  
DOCUMENT TYPE: illustration ISSN: 0041-2082 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT  
WORD COUNT: 1204 LINE COUNT: 00093

... domestic sales volume, each agency is allotted AD 75 tickets for use by qualified personnel. \* **Program** will be eliminated except for travel to commissioner hearings. \* ARC will conduct annual registration of...

...apply. AUDITS \* Agencies are subject to audits of reporting, remitting and ticket security procedures. \* Current **program** will be continued. COMMISSIONER \* An independent commissioner hears cases brought by disapproved agency applicants against the ATC and enforcement complaints by the ATC against agents. \* Current **program** will be continued.

5/3,K/86 (Item 24 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2005 The Gale Group. All rts. reserv.

01765069 SUPPLIER NUMBER: 02785481 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The heartbeat of agency success. (computers)**  
Enstrom, Thomas L.  
Best's Review - Life-Health Insurance Edition, v84, p70(5)  
June, 1983  
ISSN: 0005-9706 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 2401 LINE COUNT: 00192

... information gathered from readings, research or seminars. The possibilities seem almost limitless. For example, an **agent** with a microcomputer can **track** and forecast his or her **commissions** to plot

sales activities well in advance, or to maintain personal checkbook and income tax...

**5/3,K/87 (Item 1 from file: 275)**

DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

01600124 SUPPLIER NUMBER: 13888667 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Import/export enhancements. (Brief Article; new Tradewinds/400 software  
from Butler & Curless Associates handles import/export operations)  
(Product Announcement)**

MIDRANGE Systems, v6, n10, p57(1)  
May 25, 1993

DOCUMENT TYPE: Product Announcement ISSN: 1041-8237 LANGUAGE:  
ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 126 LINE COUNT: 00011

The **software** can be used in up to 1,044 warehouses for each company and allows for the establishment of common databases across companies. Features encompass advanced shipping notices, **agent commissions**, cargo/container **tracking**, contract rebates, currency and metric conversion, freight and duty costs, foreign language documents, harmonized codes...

**5/3,K/88 (Item 2 from file: 275)**

DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

01352519 SUPPLIER NUMBER: 08182804 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Database directory 1990. (buyers guide)**

Data Based Advisor, v8, n1, pS18(77)  
Jan, 1990

DOCUMENT TYPE: buyers guide ISSN: 0740-5200 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 46989 LINE COUNT: 04063

... Computer Services South Town Line Rd. Palmyra, NY 14522 (315)  
597-9095

Order, invoice, and **commission tracking** for sales **agents**.  
Direct Marketer

SYNCOL Software 181 N. 130 E Orem, UT 84057 (801) 224-6426

Direct...18 Travel Management Systems, 27 Tree Diagrammer, 11

TSRLOCK, 16 Turbo Translator, 18

U

UI **PROGRAMMER** 2 Developers' Release, 12 UltraSearch, 8 Understanding dBASE IV, 21 Understanding dBASE IV **Programming**, 21 UPS Shipping System, 27 User Interface and Screen Control Library, 10 Using DataEase, 21...

**5/3,K/89 (Item 3 from file: 275)**

DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

01154491 SUPPLIER NUMBER: 00654425 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**House Hunting with a PC.**

Tyner, Joan  
PC Week, v2, n48, p47-50  
Dec. 3, 1985

ISSN: 0740-1604 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 2784 LINE COUNT: 00229

... Association of Realtors, uses Epson computers in each of his offices to run basic accounting **programs** as well as generate mailing lists and labels. He also uses a modem to tie into national credit bureaus for credit checks. Farrall has written his own **agent -analysis software program** to **track** the sales and **commissions** of his 120 associates and to generate reports on where sales are taking place and...

5/3,K/90 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

04128892 Supplier Number: 54212767 (USE FORMAT 7 FOR FULLTEXT)  
**DELTA THREE: Delta Three launches web-based agent program.**  
M2 Presswire, pNA  
March 24, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 416

... owned subsidiary of RSL Communications, Ltd. (NASDAQ:RSLC), introduces the first real-time, completely automated **web -based program** for agents to sell Delta Three services. With a few mouse clicks, **agents** can sign up, download promotional tools, **track** results and **monitor commissions**. The Delta Three **Agent Program** offers competitive **commission** rates to companies and individuals who promote Delta Three's PC-to-Phone and Phone...

...download prepared web advertisements and choose price plans online. Each agent is issued a unique **tracking** code, which makes it possible to check **commissions** and clickthrough rates **online** at the **Agent Interactive Center:** <http://www.deltathree.com/agentic/>

David Krupinsky, Editor of the Hello Direct Information...

5/3,K/91 (Item 2 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

03986269 Supplier Number: 53069397 (USE FORMAT 7 FOR FULLTEXT)  
**-THE WHITE HOUSE: Lee Seeman named to Commission for the Preservation of America's Heritage Abroad.**  
M2 Presswire, pNA  
Oct 8, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 250

... Democratic Committeewoman and as the Democratic leader for the 16th Assembly District. She is also **Program** Chair of the Great Neck Chamber of Commerce. Ms. Seeman is a general insurance **agent** broker.

The purpose of the **Commission** for the Preservation of America's Heritage Abroad is to **identify** and publish a list of cemeteries, monuments, and historic buildings located abroad which are associated...

5/3,K/92 (Item 3 from file: 636)

DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

03885766 Supplier Number: 48493815 (USE FORMAT 7 FOR FULLTEXT)  
**-US FTC: Case-by-case enforcement actions against travel agent "card mills" will benefit consumers**  
M2 Presswire, pN/A  
May 22, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 393

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...protection concern: the existence of businesses, so-called "card mills," that market travel agent training **programs** and travel agent identification cards by misrepresenting the benefits available to consumers who purchase the **programs** and credentials. The Commission expressed concern that ASTA had failed to identify the extent of...

...businesses that falsely represent the extent of the benefits consumers can realize from purchasing travel **agent** business opportunities and travel **agent identification** cards. The **Commission** vote to deny the petition for rulemaking was 5-0. Copies of the petition and the Commission's response are available from the FTC's **web** site at <http://www.ftc.gov> and also from the FTC's Consumer Response Center...

5/3,K/93 (Item 4 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

03873685 Supplier Number: 48458253 (USE FORMAT 7 FOR FULLTEXT)  
**-DEPT OF HEALTH: Updated guidance for laboratory & healthcare workers**  
M2 Presswire, pN/A  
May 1, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 835

(USE FORMAT 7 FOR FULLTEXT)

TEXT:  
...account of the remits of other bodies with related responsibilities. 4. In 1997, following the **identification** of nvCJD, the European **Commission** reviewed the EU classification of biological **agents**. This led to a number of amendments to the list to reflect new scientific knowledge...

...PO Box 1999, Sudbury, Suffolk, CO10 6FS. It is also available on the HSE's **Internet** site at: <http://www.open.gov.uk/hse/agents.htm>. \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY...

5/3,K/94 (Item 5 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
(c) 2005 The Gale Group. All rts. reserv.

03321387 Supplier Number: 46827516 (USE FORMAT 7 FOR FULLTEXT)  
**COMPUTER ASSOCIATES: First virtual travel agency to utilise CA's multimedia object database technology**  
M2 Presswire, pN/A

Oct 25, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 835

... broadcast faxes and conduct other marketing promotions targeting their prospects and customers.

The basic InteleTravel **software** package will include a "booking engine" and "brochure rack." The complete office version will also incorporate a full array of home-business support resources encompassing travel **agent** training, high-quality marketing materials, reservation services, **commission tracking** and payments.

The new Virtual Travel Agency technology will become an integral part of InteleTravel...

**5/3,K/95 (Item 6 from file: 636)**

DIALOG(R) File 636:Gale Group Newsletter DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

02704545 Supplier Number: 45485357 (USE FORMAT 7 FOR FULLTEXT)

**CUSTOMS: ECU 140 MILLION TO TIGHTEN EXTERNAL BORDERS**

Transport Europe, n50, pN/A

April 20, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 300

... approximate the working methods of national administrations through exchanges of experience. A system of joint **monitoring** among national customs administrations will be established, the **Commission** indicates.

"Customs 2000" is meant to improve training for customs **agents**, as an extension of the **MATTHAEUS programme**, which during 1994 provided for 400 exchanges of officials, the organisation of seminars attended by...

**5/3,K/96 (Item 7 from file: 636)**

DIALOG(R) File 636:Gale Group Newsletter DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

02696499 Supplier Number: 45468211 (USE FORMAT 7 FOR FULLTEXT)

**The European Commission has proposed spending ECU 140 million over five years to step up controls at the European Union's external borders**

European Report, n2031, pN/A

April 11, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 279

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...will be the EU's contribution for the period 1996-2000. In legal terms, the **programme** takes the form of a draft Decision based on Articles 100a and 113 of the...

...systems to dialogue. The Commission plans to finance studies for the development of specific computer **programmes**. The Commission also wants to determine the best practices and approximate the working methods of national administrations through exchanges of experience. A system of joint **monitoring** among national customs administrations will be established,

the Commission indicates. "Customs 2000" is meant to improve training for customs agents , as an extension of the MATTHAEUS programme , which during 1994 provided for 400 exchanges of officials, the organisation of seminars attended by...

...need for a real policy of communication and information for economic actors". The Customs 2000 programme also aspires to increase cooperation and mutual assistance between EU customs administrations and those of...

5/3,K/97 (Item 1 from file: 20)  
DIALOG(R) File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

15441352 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**KALE CONSULTANTS TO SET UP DATA CENTRE FOR AIRLINES** (processing centre to offer revenue accounting and revenue recovery services)  
INDIA BUSINESS INSIGHT  
February 27, 2001  
JOURNAL CODE: WIBI LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 125

... processing, identification of violation by travel agents and correct calculation of commissions. Revera and Faregain software products of KCL will be supporting revenue services.  
KCL would be charging the airline on...

5/3,K/98 (Item 2 from file: 20)  
DIALOG(R) File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

15291708 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**IBM: IBM and Trilogy form global strategic alliance; Alliance to provide e business and channel management solutions to financial services and automotive industries**  
M2 PRESSWIRE  
February 22, 2001  
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1053

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and casualty.  
Trilogy applications offered through the alliance also serve as sales management tools for agents and brokers, enabling them to manage sales quotas, track commission rates and payments, manage opportunities, receive sales incentives from financial institutions, as well as other...

5/3,K/99 (Item 3 from file: 20)  
DIALOG(R) File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

13107240 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**CDNX integrates Canadian Dealing Network quoted securities**  
CANADA NEWSWIRE  
October 02, 2000  
JOURNAL CODE: WCNW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 794

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... starting Monday, Oct. 10. CUB will maintain these CDN "reported" trades in its capacity as **agent** for the Ontario Securities Commission (OSC). CUB will provide **monitoring** and surveillance services to the OSC for trading in securities reported through the over-the...

**5/3,K/100 (Item 4 from file: 20)**

DIALOG(R) File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

12753515 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**SEPTEMBER 8, 2000 - 12:45 EDT**

CCN DISCLOSURE

September 10, 2000

JOURNAL CODE: WCCN LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 356

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... information and making informed purchasing decisions. This additional capital will allow us to stay on **track** with our aggressive plans, " concluded Stone.

There will be a **commission** payable to the **agent**, Dundee Securities Corporation, upon completion of the private placement in accordance with the policies of...

**5/3,K/101 (Item 5 from file: 20)**

DIALOG(R) File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

10646898 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Immigrants Anxiously Await Residency Verdicts Amid Severe Agency Backlog**

Glen Fest

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (FORT WORTH STAR-TELEGRAM - TEXAS)

April 17, 2000

JOURNAL CODE: KFWT LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 510

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... the Texas Workforce Commission, which acts only as a local agent for the federally administered **program**.

The traditional certification program requires companies to make additional recruitment efforts for American candidates before...

**5/3,K/102 (Item 6 from file: 20)**

DIALOG(R) File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

10327672 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Always be closing: The cell phone is never off and the sales pitch is always on when you're one of Canada's top real estate agents**

PETER KUITENBROUWER  
FINANCIAL POST, p76

April 01, 2000

JOURNAL CODE: FFP LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 4392

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... no one will disclose the amounts. Still, award programs give some clues to what top **agents** earn. Royal LePage **tracks** the gross **commission** that each of its 7,000 **agents** earns in a year. (Net **commission** comes after subtracting the brokerage's split, wages for any assistants the broker employs and...

**5/3,K/103 (Item 7 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

08239088 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Agent Capital Corporation Subsidiary eWealthUSA Unveils Master Plan Product, Launches Operations**

BUSINESS WIRE

November 15, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 632

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... said Gary K. Brown, eWealthUSA Executive Vice-President of Marketing.

"Our online systems provide the **agents** the ability to view their downline sales organizations' activities, **track commissions**, produce product and services presentations, and store client data on a real time basis," said...

**5/3,K/104 (Item 8 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

04752818 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**DELTA THREE: Delta Three launches webbased agent program**

M2 PRESSWIRE

March 24, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 389

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... web-based program for agents to sell Delta Three services. With a few mouse clicks, **agents** can sign up, download promotional tools, **track** results and **monitor commissions**. The Delta Three **Agent Program** offers competitive **commission** rates to companies and individuals who promote Delta Three's PC-to-Phone and Phone...

... download prepared web advertisements and choose price plans online. Each agent is issued a unique **tracking** code, which makes it possible to check **commissions** and clickthrough rates **online** at the **Agent Interactive Center:** <http://www.deltathree.com/agentic/>  
David Krupinsky, Editor of the Hello Direct Information...

5/3,K/105 (Item 9 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

03043410 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**ITALY: SOLID WASTE RECYCLING EQUIPMENT MARKET**  
**U.S. and Foreign Commercial Service (US&FCS)**  
INDUSTRY SECTOR ANALYSIS  
August 06, 1998  
JOURNAL CODE: FISA LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 3934

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... legislative structure, but also to have competent advice the technicalities involved in preparing and presenting **applications** to operate.

C. Financing  
Procedures in financing in this sector comply with normal business standards...

5/3,K/106 (Item 10 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2005 The Dialog Corp. All rts. reserv.

02433745 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Oversupply of PCs slows growth in American sales**  
CHRISTCHURCH PRESS, p18  
August 04, 1998  
JOURNAL CODE: WTCP LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 345

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Australian markets.  
Net fraud squad  
America's financial-market watchdogs are preparing counter-measures to track down fraudsters at work on the **Internet**. Securities Exchange Commission officials are training FBI agents to uncover Net fraud, the Wall Street Journal reports.  
The National Association of Securities Dealers...

5/3,K/107 (Item 1 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2005 McGraw-Hill Co. Inc. All rts. reserv.

00787707  
**Sabre Program Helps Travel Agents Track Hotel Commissions**  
Aviation Daily, Vol. 325, No. 31, Pg 257  
August 14, 1996  
JOURNAL CODE: AD  
ISSN: 0193-4597  
WORD COUNT: 96

**Sabre Program Helps Travel Agents Track Hotel Commissions**

TEXT:

Sabre Travel Information Network and the Hotel Clearing Corporation (HCC) are providing an electronic hotel **commission** reconciliation **program** to travel **agents** who use Sabre's TravelBase system. TravelBase matches hotel **commission** payment data supplied by HCC with hotel **tracking** information stored by TravelBase. Santa Ana-based Sundance

Travel said the system saves 20 hours...

5/3,K/108 (Item 2 from file: 624)  
DIALOG(R) File 624:McGraw-Hill Publications  
(c) 2005 McGraw-Hill Co. Inc. All rts. reserv.

0615635

**FORMER PRUDENTIAL BROKER CLAIMS U-5 MARKS CAME FROM INSURANCE REP'S SALES DC**  
Securities Week, Vol. 21, No. 43, Pg 1  
October 24, 1994  
**JOURNAL CODE: SW**  
ISSN: 0149-3582  
WORD COUNT: 386

TEXT:

...than \$50 million and included about 100 brokers.

A Joint Marketing unit document outlining commission **tracker software** said it was an ``excellent tool for **tracking commissions** owed to Prudential **agents** who are not licensed to share on all products." At least one source familair with...

5/3,K/109 (Item 3 from file: 624)  
DIALOG(R) File 624:McGraw-Hill Publications  
(c) 2005 McGraw-Hill Co. Inc. All rts. reserv.

0598198

**Ladeco Selects The Park Group To Audit Travel Agency Tickets**  
Aviation Daily, Vol. 317, No. 45, Pg 376  
September 2, 1994  
**JOURNAL CODE: AD**  
ISSN: 0193-4597  
WORD COUNT: 101

TEXT:

Chilean carrier Ladeco has selected The Park Group to audit tickets written by travel **agents**, **monitoring** fare and **commission** claims and adherence to special contract arrangements. "The proliferation of fares and commission **programs**, coupled with the increase in direct contractual arrangements between carriers and agents, makes it incumbent..."

5/3,K/110 (Item 1 from file: 813)  
DIALOG(R) File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0898947 NYF007

BISMARCK WIRELESS ANNOUNCES WIRELESS-TRAC 1.0 -- A SOLUTION THAT MANAGES  
WIRELESS AGENTS, DEALERS AND CARRIERS

DATE: January 5, 1996            07:30 EST            WORD COUNT: 425

...Agents can get activation data easily, and analyze it on their own. What's more, **commission** payments can be **tracked** by the **agents** making reconciliation with our systems very time efficient. This **software** will help move cellular distribution to the next level."

FOCUS -- KEY TO SUCCESS

After licensing...

?